

Message Text

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PAGE 01 KUWAIT 01958 031234Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 TRSE-00 /031 W
-----085140 031307Z /53

P 031147Z APR 78
FM AMEMBASSY KUWAIT
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC PRIORITY 602
AMEMBASSY ABU DHABI
AMEMBASSY ATHENS
AMEMBASSY BRUSSELS
AMEMBASSY JIDDA
AMEMBASSY LONDON
AMEMBASSY TEHRAN

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COMMERCE FOR ITA/BED/CAGNE

DEPT. PASS TREASURY

DEPT. FOR NEA/ARP AND EB/TCA

E.O. 11652: N/A
TAGS: BEXP, KU
SUBJECT: BUSINESS OPPORTUNITY: DOHA WEST POWER STATION

REF: (A) KUWAIT 1526 (NOTAL), (B) KUWAIT 1683 (NOTAL),
(C) KUWAIT 1707, (D) STATE 079978.

1. SUMMARY: U.S. COMPANIES MAY SUBMIT BIDS WITHOUT "REQUIRED"
CERTIFICATES REGARDING THE BOYCOTT. THESE BIDS WILL BE
EVALUATED ON THEIR MERITS. SHOULD AN AMERICAN FIRM BE
SELECTED, SUITABLE CONTRACT LANGUAGE TO RESOLVE BOYCOTT
PROBLEMS CAN BE NEGOTIATED. U.S. COMPANIES SHOULD NOT
QUERY MEW ASKING TO IGNORE BOYCOTT REQUIREMENTS AS MINISTRY
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WILL BE FORCED OFFICIALLY TO RESPOND IN THE NEGATIVE.
EXTENSION OF BID DEADLINE FOR TWO WEEKS IS STRONG POSSI-
BILITY BUT EXTENSION BEYOND THAT IS UNLIKELY UNLESS
SPECIFIC COMPANIES ARE CLEARLY INTENDING TO BID. END
SUMMARY.

2. IN MEETING WITH SENIOR OFFICIALS AT MINISTRY OF

ELECTRICITY AND WATER (NEW) RESPONSIBLE FOR DOHA WEST POWER PROJECT, EMBOFF OBTAINED THE FOLLOWING INFORMATION. U.S. COMPANIES WISHING TO BID MAY SUBMIT THEIR PROPOSALS WITHOUT THE REQUIRED BOYCOTT CERTIFICATES USUALLY REQUIRED. EMBOFF WAS ASSURED SUCH PROPOSALS WILL BE CONSIDERED ON THEIR MERITS, AND SHOULD AN AMERICAN FIRM BE SELECTED, SUITABLE CONTRACT LANGUAGE ACCOMMODATIONS COULD BE WORKED OUT. MINISTRY IS NOT, HOWEVER, PREPARED TO ELIMINATE FORMALLY AND PUBLICLY BOYCOTT REQUIREMENTS FOR THIS TENDER. ANY FORMAL CHANGE IN THE ALREADY ISSUED TENDER REQUIREMENTS IS NOT PRACTICAL ACCORDING TO NEW OFFICIALS.

4. MINISTRY OFFICIALS CONFIRMED THAT THEY HAD TOLD WESTINGHOUSE "THE BOYCOTT WILL NOT BE A PROBLEM IF YOU BID". OFFICIALS FURTHER STATED "THIS APPLIES TO OTHER AMERICAN FIRMS THAT MAY BID".

5. OFFICIALS STATED EMPHATICALLY THAT U.S. FIRMS SHOULD NOT RPT NOT SEND LETTERS QUESTIONING WHETHER FIRMS COULD IGNORE BOYCOTT REQUIREMENTS AS THIS WOULD SURELY FORCE MINISTRY TO RESPOND IN THE NEGATIVE.

6. EXTENSION OF BID DEADLINE FOR TWO WEEK PERIOD IS POSSIBLE BUT LONGER EXTENSION IS UNLIKELY. MINISTRY OFFICIALS NOTED BUDGET DEADLINES AND CONSTRUCTION COMPLETION DEADLINES "MAKE ANY EXTENSION BEYOND TWO WEEKS LIMITED OFFICIAL USE

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UNLIKELY".

7. COMMENT: MINISTRY OFFICIALS HAVE REPEATEDLY STRESSED DESIRE TO HAVE AMERICAN FIRMS SUBMIT PROPOSALS BUT THEY FEEL THEY HAVE GONE AS FAR AS THEY CAN TO ACCOMMODATE U.S. FIRMS. IF AMERICAN FIRMS CLEARLY DEMONSTRATE THEY INTEND TO BID AND NEED TIME BEYOND TWO WEEK EXTENSION, THERE MAY BE SOME FLEXIBILITY. HOWEVER, OFFICIALS ARE UNLIKELY TO CONSIDER EXTENSIONS BEYOND TWO WEEKS ON MERE POSSIBILITY OF U.S. COMPANIES SHOWING INTEREST. MAESTRONE

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Message Attributes

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Draft Date: 03 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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ISecure: 1
Legacy Key: link1978/newtext/t197804100/aaaadgxx.tel
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Litigation History:
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